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NEWS RELEASE

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1989: A HIGH TECH RECRUITING FIZZLE

Demand for engineers and scientists, as measured by the HIGH TECHNOLOGY RECRUITMENT INDEX, averaged only 99 in 1989, the lowest annual figure in over a decade. "You have to go back to the mid-70s--1976--to find a lower yearly average," noted Marjorie Freedland, Senior Vice President and Director of Research for Deutsch, Shea & Evans. "Many high tech organizations have recently experienced severe financial downturns," she observed, "brought on partly from their own overoptimistic sales projections in declining markets, as well as foreign competition. This translated into constraints on hiring along with their much publicized layoff announcements."

The fourth quarter Index stands at 95, four points below the comparable period a year ago, and the lowest last quarter since 1982, when it registered 92.

Monthly data have been below the base year norm of 100 for the last six months.

(MORE)

The HTRI, compiled as a 3-month running average, is based on the volume of recruitment advertising directed to engineers and scientists in major U.S. newspapers and technical journals each month. It has been maintained since 1960 by the Research Division of Deutsch, Shea & Evans, Inc., a national recruitment advertising agency.

HIGH TECHNOLOGY RECRUITMENT INDEX

(1961=100; Seasonally Adjusted)

Month	Single Month	High Technology Recruitment Index*
October, 1988	113	106
November	96	99
December	89	98
January, 1989	110	102
February	107	103
March	93	104
April	112	100
May	96	103
June	103	98
July	94	96
August	90	93
September	95	92
October	90	95
November	99	95
December	95	--

*Based on a 3-month running average

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